







BWH[™] Hotels

Best Western® wins Mid-Range title at Lifestyle + Travel Awards



Best Western[®] Hotels & Resorts has been honored with another major international accolade at the Lifestyle + Travel Awards 2023. In a ceremony held in the grand ballroom of InterContinental Bangkok on November 23, 2023, the company was presented with the "Mid-Range Hotel Brand Award."

This follows Best Western's recent honors in the Travel Weekly Readers' Choice Awards and TTG Travel Awards 2023. We would like to thank you for your continued support!



Development

BWH Hotels adds two key destinations in Southern Thailand



BWH Hotels has reached a major milestone in its Thai expansion strategy, with the signing of two new hotels: **Best Western Chaweng Hotel Koh Samui** and **Best Western Plus Patcharee Hat Yai.** These two hotels mark the group's arrival in two key destinations in Southern Thailand: the idyllic island of Koh Samui and the thriving city of Hat Yai.

Nestled in the heart of Samui's liveliest tourist district, Best Western Chaweng Hotel Koh Samui features 63 rooms and suites, an indoor pool, a spa, restaurant and lounge. Chaweng Beach is just moments away and Samui International Airport can be reached in only 10 minutes. Best Western Plus Patcharee Hat Yai, will feature 210 modern rooms, a restaurant, bar and meeting rooms, just 2km from the city center, 21km from the airport, and not far from the Thai-Malaysian border. This will become the first internationally-branded midscale hotel in Hat Yai.

These two new hotels join BWH Hotels expanding portfolio in Thailand, which currently comprises 19 operating properties under nine distinct brands, with many more in the pipeline.

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Development

BW Premier Collection® sails into Quy Nhon, Vietnam





BWH Hotels has announced the signing of **The Sailing Quy Nhon, BW Premier Collection by Best Western,** a stunning new high-rise hotel that will introduce the brand's elevated standards of international hospitality to Vietnam's central coast.

Perfectly positioned in the heart of Quy Nhon, a vibrant seafront city in Binh Dinh province, this upscale hotel will comprise of a new mixed-use development overlooking the ocean. Situated just moments from the beach, it is set to become one of the most prestigious places to stay in this emerging destination.

The Sailing Quy Nhon, BW Premier Collection joins BWH Hotels expanding portfolio of hotels and resorts in Vietnam, which currently comprises five operating properties under high-end brands such as Best Western Premier[®] and WorldHotels[™] Elite.



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Sales and Marketing

BWH Hotels exhibits at ITB Asia



ITB Asia, the region's leading travel trade show, was a resounding success for BWH Hotels! Our booth at Marina Bay Sands, Singapore, buzzed with activity as the buyers and industry colleagues connected with our Regional Team. Engaging discussions and boundless opportunities made the event truly exciting. Thank you to everyone who contributed to this success. We are already looking forward to ITB Asia 2024!



At ITB Asia, Olivier Berrivin, our Vice President International Operations - APAC, was given the opportunity to shine a light on BWH Hotels's commitment to sustainability. The insightful panel discussion was an opportunity to share best practices with other industry executives, and update the media on our latest initiatives.

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Sales and Marketing

BWH Hotels meets top media at IMM Asia 2023



BWH Hotels attended IMM Asia 2023 in Singapore, a media event that puts travel companies face-to-face with international journalists. Organized by TravMedia, this immersive event gave our team the chance to share our latest news and developments.

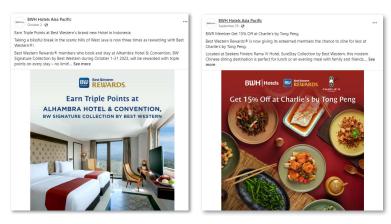
Over the course of two days, BWH Hotels had more than 20 appointments and met with over 100 journalists from around the globe!

Showcase your hotel on social media!

We are excited to invite you to showcase your hotel on our social media platform! Simply share your latest news, offers and images with Khun Dear, our Senior Regional Digital Marketing Manager – Asia (*nantaporn.waisayakul@bwh.com*), and your hotel could be promoted to more than 300,000 social media followers!

This is a great opportunity to gain exposure and highlight what makes your property unique.

We look forward to receiving your submissions!



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Sales and Marketing

Best Western Premier Marvella Nha Trang hosts media fam trip



BWH Hotels recently welcomed a group of top journalists and bloggers to Vietnam, to experience the newly-opened Best Western Premier Marvella Nha Trang. The media delegates, who represented magazines, newspapers, websites and blogs, were able to explore the exceptional facilities at this impressive upscale hotel, including its sea-facing rooms and spectacular rooftop venues. They were also able to discover many of the attractions in Nha Trang, the popular tourist hub on Vietnam's south-central coast.



Stay in touch with BWH Hotels APAC on social media!





Instagram www.instagram.com/BWHHotelsAPAC



LinkedIn <u>www.linkedin.com/company/bwh-hotels-apac</u>



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Best Western Rewards®

Triple points campaigns attract guests to new hotels

A series of triple points campaigns have been launched at three of our newly-opened hotels in Thailand, Vietnam, and the Philippines, to incentivize our Best Western Rewards[®] members to experience these outstanding new properties.

Guests are invited to stay and earn triple BWR[®] points at **Best Western Premier Marvella Nha Trang**, **Best Western Click Sathorn 11, Bangkok**, and **SureStay Plus by Best Western Cebu City**.



#RewardswithBWH drives eyes to Palawan



Best Western Plus The Ivywall Hotel, our stylish midscale property on the exotic Philippine island of Palawan, has seen an upswing in social media interest following the launch of a #RewardswithBWH campaign on Facebook and Instagram!

From November 1-10, our fans and followers were invited to answer three simple questions about the hotel and destination, for the chance to win a two-night stay at the hotel, including breakfast.

If you would like to feature on our social media platforms and extend complimentary room nights at your hotel, please contact Khun Dear, our Senior Regional Digital Marketing Manager – Asia (*nantaporn.waisayakul@bwh.com*)



Best Western Rewards®

Congratulations to our top performers!

We're delighted to announce the Top 3 GMs/HMs with the highest percentage of qualified enrollments for October 2023. Congratulations!

Top 3 GMs in October

BWH[®] Hotels



Also, we are very pleased to announce the Top 3 associates for October 2023. Congratulations!



Check out the latest content scores for October!

We are thrilled to announce our updated content scores for October 2023, with an impressive overall score of 95.8% – up 0.1% compared to the previous month.

In October, six hotels maintained perfect 100% content scores: **Best Western Plus Wanda Grand Hotel, Vīb Best Western Sanam Pao, Seekers Finders Rama IV Hotel, SureStay Collection by Best Western**, and **Best Western Patong Beach** in Thailand, as well as **Best Western Premier Panbil** and **Best Western Senayan** in Indonesia.

Three hotels also achieved full content scores during the month: **Best Western Kuta Villa** and **Best Western Kamala Jimbaran** in Indonesia and **Best Western Premier Sonasea Villas Phu Quoc** in Vietnam. Congratulations to everyone involved!

However, there was a slight dip in the score for **Best Western Premier Bangtao Beach Resort & Spa, SureStay Plus by Best Western Sukhumvit 2,** and **Best Western Ratchada Hotel** in Thailand, and **Best Western Premier Sonasea Phu Quoc** in Vietnam which slipped to 99.8% this month. We look forward to seeing a return to perfect scores in the upcoming months!

Please find our top performers for October 2023 listed below:

Top Performing Hotels

Highest Overall Content Score	
1. Best Western Plus Wanda Grand Hotel	100.0%
2. Seekers Finders Rama IV Hotel, SureStay Collection by Best Western	100.0%
3. Vīb Best Western Sanam Pao	100.0%
4. Best Western Patong Beach	100.0%
5. Best Western Premier Panbil	100.0%
6. Best Western Senayan	100.0%
7. Best Western Kuta Villa	100.0%
8. Best Western Kamala Jimbaran	100.0%
9. Best Western Premier Sonasea Villas Phu Quoc	100.0%
Japan Hotels	
Highest Overall Content Score	
1. Best Western Osaka Shinsaibashi	99.3%
2. Best Western Okinawa Onna Beach	95.5%
3. Best Western Fino Akasaka	95.3%
4. Best Western Hotel Fino Tokyo Akihabara	95.3%
Indonesia Hotels	
Highest Overall Content Score	
1. Best Western Premier The Hive	99.8%
2. Best Western Premier Agung Resort	99.3%
3. Best Western The Lagoon Hotel	98.8%
3. Best Western Resort Kuta	98.8%
Hotels in Other Countries	
Highest Overall Content Score	
1. Best Western Premier Sonasea Phu Quoc	99.8%
2. SureStay Plus by Best Western Cebu City	99.0%
3. Best Western Premier Marvella Nha Trang	98.3%
4. Best Western i-City Shah Alam	98.0%

Thank you very much for all your hard work. We look forward to celebrating another successful month in November!

Operations

Enhance your hotel kitchen with induction cooking



Induction cooking is a great option for commercial kitchens and offers multiple benefits for hotels. This process uses magnetic fields, rather than an open flame or a heated surface like a traditional gas or electric stove, which makes it faster, safer, more precise and easier to clean. With a smooth surface, these cooktops are also sleek and modern, making the kitchen look very stylish.

More importantly, induction cooking is eco-friendly as it does not produce any emissions. So, while induction cooktops may incur a larger initial investment (including special pots and pans with a magnetic bottom layer), they will offer long-term energy and cost savings.



HR & Training

2023 BWH Hotels - Asia Training Rollout Plan

With only one month to go until the end of the year, this is your last chance to book our training courses for 2023. So, don't miss the chance to help your team create outstanding guest experiences that reflect our caring culture. We strongly encourage hotels to provide this training to all their team members.

2023 BWH Hotels - Asia training course options:

- Because We Care
- Character Traits of I Care People
- Best Western I Care: Enhancing Guest Experience
- Best Western I Care Every Guest Every Time
- Best Western I Care From the Heart

Period: January - December 2023

To discuss convenient dates and times for your training, please contact BWH Hotels - HR & Training. This will be on a first come first served basis. We look forward to continuing our learning journey together!

2023 Onsite Training Course Completed: 'Character Traits of I Care People'



Best Western Chatuchak, Thailand October 18, 2023



Seekers Finders Rama IV Hotel, SureStay Collection by Best Western, Thailand November 3, 2023



Best Western Plus Carapace Hotel Hua Hin, Thailand November 6, 2023

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HR & Training

2023 Online Training Course Completed: 'I Care Every Guest Every Time'



The Sanctuary Resort Pattaya, BW Signature Collection, Thailand October 26-27, 2023



Best Western Chatuchak, Thailand November 2, 2023

2023 Onsite Training Course Completed: 'Train the Trainer' for Supervisors & Managers



Best Western Sukhumvit 20, Thailand October 30-31, 2023

2023 Online Training Course Completed: 'I Care: Enhancing Guest Experience'



Tawa Ravadee Resort Prachinburi, Worldhotels Distinctive Thailand November 13-14, 2023

2023 Onsite Training Course Completed: 'Effective Coaching Skills'



Tawa Ravadee Resort Prachinburi, Worldhotels Distinctive, Thailand November 15-16, 2023



Best Western Plus Carapace Hotel Hua Hin, Thailand November 8, 2023

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HR & Training

2023 Onsite Training Course Completed: 'Effective Performance Appraisal'



SureStay Plus by Best Western Sukhumvit 2, Thailand October 19, 2023



The Sanctuary Resort Pattaya, BW Signature Collection, Thailand October 24, 2023



Best Western Sukhumvit 20, Thailand November 10, 2023

2023 Onsite Training Course Completed: 'Effective Interviewing Skills'



The Sanctuary Resort Pattaya, BW Signature Collection, Thailand October 25, 2023



Best Western Sukhumvit 20, Thailand November 1, 2023

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Best Western Plus Carapace Hotel Hua Hin, Thailand November 7, 2023

Admin and Procurement

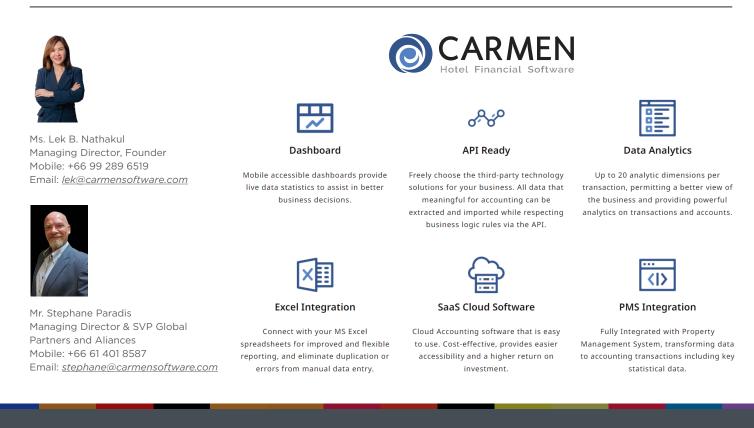
Three more companies join BWH Hotels supplier network



BWH Hotels is proud to announce the newest members of our esteemed partner network - **Carmen Software, Guestline** and **Hunter Amenities**.

This partnership is a testament to our unwavering commitment to delivering exceptional products and services to our hotel members. After a thorough selection process, Carmen Software, Hunter Amenities and, additionally, for over a decade, Guestline and BW have forged an unstoppable partnership, emerging as premier choices to join our endorsed vendors. Their commitment to excellence, innovation, and customer satisfaction aligns seamlessly with the values we uphold at BWH Hotels.

For more information about this exciting collaboration, please clickCarmen Software:https://www.carmensoftware.comGuestline:https://www.guestline.comHunter Amenities:https://www.hunteramenities.com.au



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Admin and Procurement



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Ms. Katie Stevens Head of Customer Success - APAC Email: <u>Katie.stevens@guestline.com</u>



Ms. Tharin Sethi Regional Partner - Guestline Email: <u>Tharin.sethi@guestline.com</u>



It's about time

We believe that time is your most precious resource and that it's better spent delighting guests rather than managing the hotel's operations. That's why everything we do Property Management System. Channel Manager. Websuite: EPoS. Payment Solution: Booking Engine is designed to make *more* **GuestTime**.







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At Guestline we believe in substance and results over superficial style...

10 hrs

98% Retention rate with clients 30 yrs



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ABOUT US

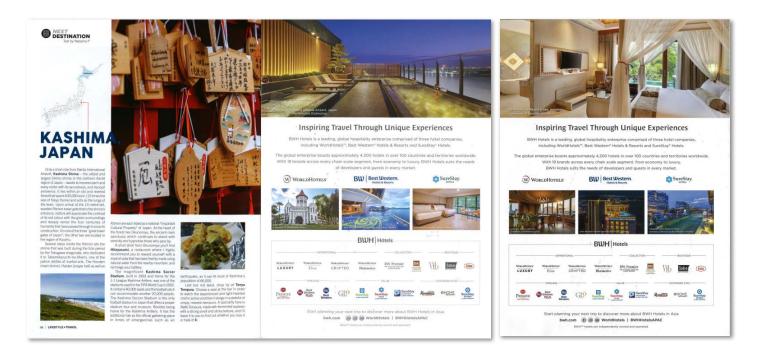
Since 1981 Hunter Amenities continues to be a trusted partner throughout the world servicing customers in over 100 countries and delivering a truly global solution for the hotel and travel industry. We have pioneered a remarkable array of distinctive hotel amenities and personal care products. Hunter Amenities has over 10 manufacturing facilities globally and manufactures product for more than 45 top bath and body retail brands worldwide.



In the News

BWH Hotels continually gains prominent media coverage

BWH Hotels and its properties continued to achieve strong coverage in the trade and consumer media this month. Below are some of the recent media coverage we received:





In the News

STAY HOTE

BWH Hotels continues global expansion



r 19th, 2023

NEWS INTELLIG

sughout key markets in Asia, Europe, North America and South America. Travellers can enjoy the incre sence of BWH Hotels properties in Brazil, Chile, Ecuador, France, Indonesia, the Philippines, Thailand,

We are delighted to offer even more accommodations for travelers to choose from as they prepare for upcoming III travel" says Lany Coucilic, president and chief executive officer. BWH Hotels. "We continue to trattegically grow or global presence, toughtfully adding date properties in his posicionis throughout the world. Our mere reparties serve eveny type of traveller, from read trippers to world adventures—the range of BWH Hotels' operates is enview.

Select properties joining the portfolio include

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NEWS Y DESTINATIONS Y YOUR STORIES Y TRAVEL DEALS Y TRENDS Y OPINION Y

NEWS HOTELS DESTINATIONS THAILAND BWH expands portfolio

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BANGKOK, 10 November 2023: BWH Hotels continues the expansion of its 19 brands during the third quarter of 2023.

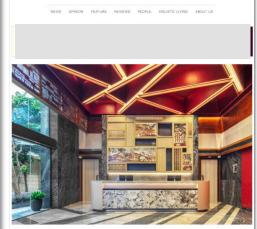
The brand added new properties to its portfolio throughout key markets in Asia, Europe, North America and South America within the luxury to premium economy accommodation sectors.

rs can eniov the increa sed presence of BWH Hotels properties in Brazil, Chile. uador, France, Indonesia, the Philippines, Thailand, the US and Vietr

"We are delighted to offer even more accommodations for travellers," said BWH Hotels president and chief executive officer Larry Caucilic. "We continue strategically growing our global presence, thoughtfully adding ideal properties in key locations worldwide. Our new properties serve every type of traveller, from road trippers to world adventurers."

Asia properties joining the portfolio

Alhambra Hotel & Convention, BW Signature Collection (Tasikmalaya, Indonesia) Best Western Plus Metro Clark (Angeles City, Philippines) Best Western Premier Marvella Nha Trang (Nha Trang, Vietnam) Ses western remier walvene ma rina (vine rang, vieulain) SureStay Plus Hotel by Best Western Cebu City (Cebu City, Philippines) The Sanctuary Resort Pattaya, BW Signature Collection (Pattaya, Thailand)] Villa Fontaine Grand Haneda Airport, WorldHotels Distinctive (Tokyo, Japan)



CUNCH

DIGITAL

Luxury To Premium Economy

TRAVEL WEEKLY ASIA

News & Destinations Cruises Magazines & Events Hotel & Cruise Search

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ung Naga, Indonesia, November 9, 2023 / TRAVELINDEX / BWH Hotels has expande its portfolio in Indonesia with the launch of Alhambra Hotel & Convention, B The portion in incomes a metric in source of West Java's Mount Galunggung tourist area – famed for its spectacular natural scenery, hot springs and Sundanese cultural heritage.

Nestled between the city of Tasikmalaya and the authentic village of Kampung Naga, this reacted protected to the Gry on reasoning of and one automatic reage on campoing reage, to a contemporary hole is surrounded by rolling green landscapes and dramatic volcanic peaks Within this stunning setting, visitors can unwind and enjoy immersive leisure breaks or stage outstanding out-of-town events, including weddings. Just three hours' drive from Bandung, this enchanting destination is also accessible by ar via Windmata Asport.

A selection of 116 modern rooms and suites feature stylish interiors, comfortable king A selection of 110 modern rooms and source result system memory, combraid or twin beds and the latest technology, including complimentary Wi-Fi and flat-scre with cable channels. With panoramic views from every room, travelers are able to experience complete tranquility. nentary Wi-Fi and flat-screen TVs

BWH[™] Hotels Brings Bw Signature Collection® To Indonesia ---alamb X sailer 9 Finternal 🛞 stratingy



IH Hotels is significantly expanding its presence in Thailand with the debu stern Click Sathorn 11 in Bangkok, continuing its global hospitality networ ludes WorldHotels, Best Western® Hotels & Resorts, and SureStay Hotels.

What to do in the hotel



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